

# DATA GENERAL COMPATIBLE PRICE LIST DISTRIBUTION(Domestic)

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**DATA GENERAL COMPATIBLE PRODUCTS PRICE LIST****1. Discount Schedules**Discount Schedule(Controllers)

Level	Discount	Volume
1	0%	1-4
2	20%	5-24
3	30%	25-49
4	35%	50-99
5	40%	100 +

Discount Schedule(Subsystems)

Level	Discount	Volume
1	0%	1-4
2	10%	5-24
3	20%	25-49
4	30%	50-99
5	40%	100 +

Discount Schedule(Cables)

Level	Discount	Volume
1	0%	1-24
2	20%	25-99
3	30%	100 +

## 2. Terms and Conditions

### Prices and Taxes

Prices are exclusive of, and Customer is responsible for all sales, use and like taxes. Zetaco will invoice Customer for all applicable taxes, unless Customer supplies an appropriate tax exemption certificate in a form satisfactory to Zetaco.

### Acceptance of Orders

All orders placed with Zetaco by buyer shall be subject to acceptance by Zetaco at its principal place of business and on the condition that buyer assents to the terms and conditions set forth herein. Failure to object in writing within ten (10) days of the date of Zetaco's acknowledgement, acceptance of the first shipment of the products, or the first of any payments for the products purchased, whichever is earliest shall be deemed to be buyer's assent to purchase of the products in accordance with the terms and conditions set forth herein.

### Definitions

- Equipment: Shall mean the hardware components of Zetaco's products.
- Software: Shall mean each software program provided by Zetaco in machine readable, object, printed or interpreted form.
- Products: Shall mean any configuration of hardware and software, including documentation sold or licensed by Zetaco.
- OEM: Shall mean a customer that incorporates the Zetaco products purchased under this agreement into systems (including hardware and software) that the OEM sells or leases and supports. The OEM may also use the product internally, but the predominate use is to be incorporated into his product for resale. The OEM must sign an OEM sales agreement with Zetaco, and be a "Value Added Reseller" of Data General Products.
- Active Product: Shall mean product that is actively being built or stocked with lead times typically 30 days.
- Build to Order: Shall mean product that is presently not actively being built, or stocked, and therefore lead times will be typically 60 to 120 days.

Customer Special: Shall mean product that is built especially for a customer and not actively built or stocked. Lead times will be typically 60 to 120 days.

Discontinued: Shall mean product that can not be built without first checking to insure documentation, tooling, test equipment and materials are still available. It is Zetaco's intention not to produce these products, except under critical customer requirements, and then only if possible.

### Shipment and Delivery

- A. The method of packaging shall be at the discretion of Zetaco and otherwise prepared in accordance with good commercial practices. An itemized packing list shall accompany each shipment. The method of shipment and carrier will be at Zetaco's discretion unless otherwise specified by Customer.
- B. Delivery will be made F.O.B. Zetaco's facilities, unless otherwise specified by customer, freight charges prepaid and billed within the contiguous limits of the United States, including Alaska and Hawaii. Freight charges to all other destinations shall be made collect.
- C. Title to the equipment will pass to Customer upon delivery of the equipment by Zetaco to a carrier, and upon that delivery, Customer will be responsible for, and will bear the entire risk of loss or damage to the products, regardless of when acceptance occurs. In no event shall title pass to Customer for any Software, except title shall pass to Customer for the media on which the Software is recorded.
- D. The scheduled delivery date shall be that date acknowledged by Zetaco. Zetaco shall consider any date requested by Customer. Zetaco shall use its best efforts to meet the scheduled delivery date.
- E. The standard delivery date is 30 days ARO. An expedite fee of 5% is standard for all purchase orders requesting delivery within 15 days ARO. Zetaco will on a best effort basis attempt to fill these orders within requested delivery time. Zetaco will invoice the expedite fee if successful in shipping these orders within 15 days of receipt. Product support tapes and manuals are excepted.

**Terms of Payment**

Payment terms are net thirty (30) days from the date set forth on the invoice, which date shall not precede the date of shipment of the products. The foregoing terms are subject to customer maintaining credit arrangements satisfactory to Zetaco. Otherwise, terms are cash in advance of delivery. Customer agrees to execute financial statements and other instruments at Zetaco's request.

**Export/Import**

Regardless of any disclosure by Customer to Zetaco of the ultimate destination of the products, Customer will not export, directly or indirectly any Zetaco product without first obtaining an export license from the U.S. Department of Commerce Bureau of Export Administration or any other agency or department of the United States Government, as required. When products arrive at the foreign point of entry, buyer shall take all actions and pay all duties, taxes, and other cost necessary to import products subject to the import control laws and regulations of the foreign country.

**Proprietary Rights**

Zetaco retains all proprietary rights in and to all designs, engineering details, schematics, drawings, and other similar data pertaining to the products and which are provided to customer under this agreement. Proprietary information which Zetaco may furnish to customer shall be in customer's possession pursuant only to a restrictive, nontransferable, nonexclusive license under which customer may use such proprietary information solely for the purpose of operating, servicing, and repairing the products, or integrating the products into a system, and for no other purpose. Customer shall not, without the express written consent of Zetaco, provide, disclose, transfer or otherwise make available any proprietary information, or copies, thereof, to any third party. Customer shall take appropriate action by instruction, agreement, or otherwise with those of its employees and third party agents having access to any proprietary information to restrict and control the use, copying, modification, disclosure, transfer, protection, and security of such proprietary information in accordance with the provisions of these terms and conditions. Customer agrees to protect any proprietary information with the same standard of care and procedures which it uses to protect its own like proprietary information.

**Inspections and Claims**

Upon receipt of shipment, buyer shall inspect the products. Claims for shortages, incorrect materials or invoicing errors must be made by buyer within fifteen (15) days after receipt of shipment. Claims for non-receipt of shipment must be made within fifteen (15) days after receipt of invoice.

**Limited Warranty**

- A. Peripheral Controllers: Zetaco manufactured controllers are warranted free from workmanship and material defects, when used in a normal and proper manner, for a period of up to two years from date of shipment on a return to repair facility basis. Defective products under warranty shall be returned to Zetaco freight prepaid. Zetaco shall, at its discretion, repair or replace defective product surface freight prepaid.
- B. Peripheral Subsystems: Subsystem components that are produced by firms other than Zetaco are warranted free from workmanship and material defects, under normal and proper use, per the manufacturer's warranty, but not less than six (6) months from date of shipment from Zetaco on a return to repair facility basis.
- C. Products manufactured by Zetaco that prove to be DOA(dead on arrival) or inoperative, under normal and proper use, within 30 calendar days after being shipped from Zetaco(shipping damage excluded), shall be replaced immediately. After Customer contacts Zetaco's Customer Support Group (1-800-537-5292) and obtains a Return Material Authorization (RMA) number, a comparable product will be sent via overnight express shipment to Customer's site. The defective unit is to be returned to Zetaco upon removal.

**Cancellations**

The buyer may, prior to the scheduled shipment date, cancel delivery of any Active product, providing seller receives written notice of such cancellation at least thirty (30) days prior to scheduled shipment date and buyer shall be subject to cancellation charges.

Payment of cancellation charges shall be made within ten (10) days of invoice for same and shall constitute the buyer's entire liability with respect to the cancelled equipment.

The buyer may not cancel product built under the Build to Order or Discontinued product definition.

**Reschedules**

Orders for Active products accepted and scheduled for shipment by the seller are subject to being rescheduled upon written notice by the buyer at least fifteen (15) days prior to the scheduled shipment date and with the written consent of the seller providing such rescheduling does not result in actual delivery being delayed more than one hundred twenty (120) days beyond the originally scheduled shipment date. Units not accepted for delivery by the buyer within 120 days of the originally scheduled shipment date will be considered as cancelled. Should rescheduled units be subsequently cancelled, the original shipment date for such units shall be utilized in calculation of the cancellation charges.

Orders for Build to Order or Discontinued product can be rescheduled per above paragraph, but only within sixty (60) days of scheduled shipment date.

**Limitation of Liability**

Except for express warranties stated in this document, Zetaco disclaims all warranties including all implied warranties of merchantability and fitness. The stated express warranties are in lieu of all obligations of liabilities on the part of Zetaco for damages, including but not limited to special, indirect or consequential damages arising out of or in connection with the use or performance of Zetaco's products.

3.

**CONTROLLER PRICE LIST****Active Product**

<u>Model</u>	<u>List Price</u>	<u>Distribution Price</u>
ARZ-1	\$6,995	\$3,497
SCZ-2	\$2,695	
SCZ-3	\$7,075	
SCZ-4	\$5,075	
SCZ-5	\$8,745	
BMX-3	\$4,395	\$2,197
DC-297	\$3,995	\$2,397
BMX-2	\$2,995	\$1,797

SCZ product available only  
on approval of Zetaco.

No Discount

PROM set update for any controller (where available)	\$250
Controller Technical Manual(any model)	\$ 45
Software Support Tape	\$ 50

**Special Quote or Build to Order**

<u>Model</u>	<u>List Price</u>	<u>Distribution Price</u>
PE-510	\$1,195	\$ 717
w/modem	\$1,790	\$1,074
SS-480	\$1,895	\$1,137
ZDF-1	\$4,995	\$2,997
DPS-1	\$2,995	\$1,797
LPC-3	\$1,595	\$ 957
TC-133	\$1,695	\$1,017
MX-420	\$2,625	\$1,575
STA-2	\$1,995	\$1,197
STA-1	\$2,995	\$1,797

**Discontinued Models**

<u>Model</u>
MX-262-8
MX-340
MX-450
SCZ-1



4.

**SUBSYSTEM PRICE LIST**  
(SKS SUBSYSTEMS)

<u>Model</u>	<u>List Price</u>	<u>Distribution Price</u>
SKS-HP1202 (601 MB X 2)	\$18,295	\$10,977
SKS-HP601 (601 MB X 1)	\$14,095	\$ 8,457
SKS-HP660 (330 MB X 2)	\$16,995	\$10,197
SKS-HP330 (330 MB X 1)	\$13,375	\$ 8,025

SKS-HP subsystems contain: SCZ-3 Controller, HP enclosure, 9' external cable, manual, software support tape and peripheral(s). Subsystems use differential SCSI.

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SKS-HP601R (601 MB X 1)	\$16,295	\$ 9,777
SK-601RA (601 MB module)	\$ 5,385	\$ 3,231
SK-RC Removable Chassis	\$ 5,095	\$ 3,057

SKS removable subsystems contain: SCZ-3 controller, Removable chassis, 9' external cable, manual, software support tape and peripheral(s) mounted in removable canister. Subsystems use single-ended SCSI.

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SK-330FC (330 MB X 1)	\$ 4,725	\$ 2,835
SK-660FC (330 MB X 2)	\$ 8,335	\$ 5,001
SK-601FC (601 MB X 1)	\$ 5,305	\$ 3,183
SK-1202FC (601 MB X 2)	\$ 9,505	\$ 5,703

SK-FC are add-on peripherals for the SKS-HP subsystems. Subsystem contains: HP enclosure and peripheral(s).

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Discontinued

SKS subsystems using (86, 155, or 300 MB disk drives)  
SKS subsystems using SCZ-1 controller

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SUBSYSTEMS PRODUCTS ARE 120 VAC, 60 hz UNLESS OTHERWISE SPECIFIED.

**SUBSYSTEM PRICE LIST**  
(SKM AND SKT SUBSYSTEMS)

<u>Model</u>		<u>List Price</u>	<u>Distribution Price</u>
SKT-2300	Desktop 8 MM Tape	\$10,005	\$ 6,003
SKT-2300A	8MM add-on Tape	\$ 5,795	\$ 3,477

The SKT subsystems contain: SCZ-4 controller, 28" internal cable, 9' external cable, desktop 8 MM tape drive, Tape cleaning kit, SKT manual, and software support tape. Subsystems use differential SCSI.

The SKT add-on contain: Desktop 8 MM tape drive, and a 2' cable.

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SKT-1300	Desktop 4 MM Tape	\$9,305	\$5,583
SKT-1300A	4 MM add-on Tape	\$5,085	\$3,051

The SKT-1300 subsystems contain: SCZ-4 controller, 28" internal cable, 9' external cable, Desktop 4 MM tape drive, Tape cleaning kit, SKT manual, and Software support tape. SKT-1300 subsystems use differential SCSI.

The SKT-1300A add-on contains: Differential SCSI desk top 4 MM tape drive, and a 2' cable.

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SKM-1231	330 MB/SCZ-3	\$13,675	\$ 8,205
SKM-1232	601 MB/SCZ-3	\$15,045	\$ 9,027
SKM-1233	1037 MB/SCZ-3	\$19,245	\$11,547
SKM-1244	2300/SCZ-4	\$11,575	\$ 6,945
SKM-1236	665 MB/SCZ-3	\$17,145	\$10,287

The SKM subsystems contain: SCZ-3 or SCZ-4 controller, drive enclosure for up to 4 peripheral devices with mounting hardware, 28" internal cable, 9' external cable, one peripheral device, SKM manual, SCSI terminator and software support tape. Subsystems use differential SCSI.

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SKM-1251	330 MB/SCZ-5	\$15,345	\$ 9,207
SKM-1252	601 MB/SCZ-5	\$16,705	\$10,023
SKM-1253	1037 MB/SCZ-5	\$20,905	\$12,543
SKM-1256	665 MB/SCZ-5	\$18,805	\$11,283

The SKM 125X subsystems contain: SCZ-5 controller, drive enclosure for up to 4 peripheral devices with mounting hardware, 28" internal cable, 9' external cable, one peripheral device, SKM manual, SCSI terminator and software support tape. Subsystems use differential SCSI.

**SUBSYSTEM PRICE LIST**  
(SKM AND SKT SUBSYSTEMS)

<u>Model</u>		<u>List Price</u>	<u>Distribution Price</u>
SKM-1301	Add-on 330 MB disk	\$ 3,615	\$ 2,169
SKM-1302	Add-on 601 MB disk	\$ 4,195	\$ 2,517
SKM-1303	Add-on 1037 MB disk	\$ 7,745	\$ 4,647
SKM-1304	Add-on 8 MM tape	\$ 5,235	\$ 3,141
SKM-1306	Add-on 665 MB disk	\$ 5,955	\$ 3,573

SKM add-on contains: One peripheral device and its required wiring and hardware for mounting in the enclosure. Add-on use differential SCSI.

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SKM-1331	Add-on SCZ-3/330 MB	\$11,675	\$ 7,005
SKM-1332	Add-on SCZ-3/601 MB	\$12,385	\$ 7,431
SKM-1333	Add-on SCZ-3/1037 MB	\$17,235	\$10,341
SKM-1344	Add-on SCZ-4/8 MM	\$ 9,575	\$ 5,745
SKM-1336	Add-on SCZ-3/665 MB	\$15,145	\$ 9,087

SKM add-on contains: SCZ-3 or SCZ-4 controller, 28" internal cable, 9' external cable, one peripheral device, SKM manual, SCSI terminator and software support tape. Add-on use differential SCSI.

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SKM-1901	Add-on chassis	\$ 1,995	\$ 1,197
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SKM add-on chassis provides drive enclosure for up to 4 peripheral devices with mounting hardware, and internal cabling.

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SKZ-330	330 MB/SCZ-2	\$ 8,995	\$ 5,397
SKZ-660	330 MB X 2/SCZ-2	\$12,295	\$ 7,377

The SKZ-330 subsystems contain: SCZ-2 controller, HP enclosure, 9' external cable, manual, software support tape and peripheral. Subsystem uses single-ended SCSI. Note: SKZ-330 can not be field upgraded to SKZ-660.

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SUBSYSTEM PRODUCTS ARE 120 VAC, 60 hz UNLESS OTHERWISE SPECIFIED.

**SUBSYSTEM PRICE LIST**  
(SKM/SKT Options and SKR)

**SKM/SKT options and Accessories**

<u>Part Number</u>	<u>Description</u>	<u>List Price(No Discount)</u>
300-188-01	15' external cable upgrade	\$18
300-188-02	30' external cable upgrade	\$63
124-076-00	8 MM Cleaning Kit	\$45
124-075-01	8 MM Tape (2048 MB)	\$40
600-480-00	Manual, SKT-2300	\$45
600-487-00	Manual, SKM	\$45
124-176-00	4 MM Cleaning Kit	\$25
124-175-00	4 MM Tape (1300 MB)	\$25(Minimum order quantity is (5))
600-509-00	Manual, SKT-1300	\$45

**SKR**

<u>Model</u>		<u>List Price</u>	<u>Distribution Price</u>
SKR-600	594 MB Desktop subsystem	\$15,665	\$ 9,399
SKR-600A	594 MB Add-on	\$ 7,945	\$ 4,767

The SKR-600 subsystem contains: SCZ-5 controller, 28" internal cable, 9' external cable, Desktop erasable optical disk drive, manual and software support tape. Subsystem uses single-ended SCSI.

The SKR-600A contains: Desktop erasable optical disk drive and a 2' interconnect cable.

**SKR Accessories**

<u>Part Number</u>	<u>List Price (No Discount)</u>
400-500-00	(5) 594 MB optical disk platters \$1,250(Minimum order)

SUBSYSTEMS PRODUCTS ARE 120 VAC, 60 hz UNLESS OTHERWISE SPECIFIED.

**Discontinued Subsystems**Models

- . All MAX and ZIP subsystems and accessories
- . All SKS-HP and SKS subsystems using 86 MB, 300 MB disk drives
- . LRS-10 Optical disk subsystems and accessories

## 5.

**CABLE PRICE LIST**

The prices shown are for standard lengths. For non-standard lengths a special order fee of \$50.00 per order (not \$50.00 per cable) is to be add to the order, plus a special length adder as follows.

Disk SMD A	\$4.00 per foot
Disk SMD B	\$4.00 per foot
SCSI, Pertec Tape, Line Printer	\$3.00 per foot
Tape daisy chain	\$50.00 per add'l connector
Note: When ordering Tape daisy chain cables, specify the distance between all connectors.	

**CABLES FOR ARZ-1, BMX-3, DC-297, ZDF-1, MAX SUBSYSTEMS****Disk (SMD) cable sets**

<u>Model</u>		<u>Distribution Price</u>
3910-2	16' Primary Disk Cable Set (1) 16' Ext. Primary A (1) 16' Ext. Primary B (1) 28" Int. A (18" Opt.) (1) 28" Int. B (18" Opt.)	\$247
3912-2	6' Primary Disk Cable Set (1) 6' Ext. Primary A (1) 6' Ext. Primary B (1) 28" Int. A (18" Opt.) (1) 28" Int. B (18" Opt.)	\$221
3914-1	16' Add-on Disk Cable Set (1) 6' Daisy Chain A (1) 16' Ext. B (1) 28" Int. B (18" Opt.)	\$195
3914-2	6' Add-on Disk Cable Set (1) 6' Daisy Chain A (1) 6' Ext. B (1) 28" Int. B (18" Opt.)	\$176

**Single SMD Disk Cables**

<u>Part Number</u>		<u>Distribution Price</u>
300-104-03	18" Internal A Cable	\$ 53
300-104-02	28" Internal A Cable	\$ 53
300-146-01	18" Internal B Cable	\$ 35
300-146-02	28" Internal B Cable	\$ 35
300-013-01	6' External Primary A Cable	\$147
300-013-02	16' External Primary A Cable	\$165
300-147-01	6' Daisy Chain A Cable	<del>\$147</del>
300-147-02	16' Daisy Chain A Cable	\$165
300-011-01	6' External B Cable	\$ 98
300-011-02	16' External B Cable	\$119
300-124-01	'Y' Daisy Chain Adaptor	\$ 46
300-081-03	18" Daisy Chain A Cable	\$ 53

**Paddleboards**

<u>Part Number</u>		<u>Distribution Price</u>
500-413-00	ZDF-1 A Paddleboard	\$224
500-414-00	ZDF-1 B Paddleboard	\$252
500-422-00	ARZ-1 A Paddleboard	\$315
500-429-00	ARZ-1 B Paddleboard	\$375
500-447-00	BMX-3AP A Paddleboard	\$273
500-448-00	BMX-3AP B Paddleboard	\$273
500-425-00	DC-297 A Paddleboard	\$158
500-428-00	DC-297 B Paddleboard	\$140

**Cables for SCZ-(1,2,3,4,5) SKS, SKS-HP, SKZ, SKT, and SKM**

<u>Part Number</u>		<u>Distribution Price</u>
300-183-01	1' Bulkhead to SCSI Enclosure(Diff)	\$ 70 (SKZ,SKS,SKS-HP)
300-183-02	5' Bulkhead to SCSI Enclosure(Diff)	\$ 81 "
300-183-03	9' Bulkhead to SCSI Enclosure(Diff)	\$ 88 "
300-183-04	15' Bulkhead to SCSI Enclosure(Diff)	\$105 (SKZ,SKS,SKS-HP)
300-148-01	18" Internal SCSI	\$ 70
300-148-02	28" Internal SCSI	\$ 70
300-188-01	15' Bulkhead to SCSI Enclosure(Diff)	\$105 (SKT,SKM)
300-188-02	30' Bulkhead to SCSI Enclosure(Diff)	\$123 "
300-188-03	5' Bulkhead to SCSI Enclosure(Diff)	\$ 81 "
300-188-04	9' Bulkhead to SCSI Enclosure(Diff)	\$ 88 "
300-197-01	2' Daisy Chain,Enclosure to Enclosure	\$ 70 (SKT,SKM)
300-193-01	1' Bulkhead to Removable Enclosure(SE)	\$ 70 (SKS,SKS-HP)
300-193-02	5' Bulkhead to Removable Enclosure(SE)	\$ 81 "
300-193-03	9' Bulkhead to Removable Enclosure(SE)	\$ 88 "
300-193-04	15' Bulkhead to Removable Enclosure(SE)	\$105 "
300-193-05	7' Bulkhead to Removable Enclosure(SE)	\$ 84 (SKS,SKS-HP)

Note: (Diff) = Differential SCSI  
 (SE) = Single Ended SCSI

**Paddleboards**

<u>Part Number</u>		<u>Distribution Price</u>
500-411-00	SCZ-1, SCZ-2 A Paddleboard	\$ 95
500-463-00	SCZ-3, SCZ-4, SCZ-5 A Paddleboard (Diff)	\$123
500-478-00	SCZ-3, SCZ-4, SCZ-5 A Paddleboard (SE)	\$ 95
500-494-00	SCZ-3, SCZ-4, SCZ-5 A Paddleboard (40K)	\$123

**Cables for BMX-2, TC-133, ZIP subsystems****Tape(Pertec Interface) Cables**

Note: Specify tape drive on order to insure proper connectors on cable.

<u>Model</u>		<u>Distribution Price</u>
3904-2	Primary Tape Cable Set (2) 10' External Primary Cables (2) 28" Internal Cables (18" Opt.)	\$175
3906-2	Daisy Chain Tape Cable Set (2) 20' External 2 Drive Primary Cables (2) 28" Internal Cables (18" Opt.)	\$238

<u>Part Number</u>		<u>Distribution Price</u>
300-108-03	18" Internal Tape Cable	\$ 70
300-108-02	28" Internal Tape Cable	\$ 70
300-001-10	10' External Primary Tape Cable	\$ 88
300-012-20	20' Daisy Chain Tape Cable	\$123
300-116-10	10' Primary for Fujitsu Drive	\$ 88
300-134-01	10' Primary for Kennedy 9600	\$ 88
300-168-01	10' Kennedy 9600 Secondary Cable	\$ 88
300-001-15	15' External Primary Tape	\$112

**Paddleboards**

<u>Part Number</u>		<u>Distribution Price</u>
500-411-00	BMX-2, TC-133 A Paddleboard	\$104
500-412-00	BMX-2, TC-133 B Paddleboard	\$104



**Cables for SKR-600**

<u>Part Number</u>		<u>Distribution Price</u>
300-219-02	9' Bulkhead to SKR Enclosure (SE)	\$ 88
300-219-03	15' Bulkhead to SKR Enclosure (SE)	\$105
300-218-01	2' Daisy Chain, SKR to SKR (SE)	\$ 70

Note: (SE) = Single Ended SCSI

**Cables for LPC-3, SS-480 (Line Printer)**

<u>Part Number</u>		<u>Distribution Price</u>
3004-2	20' Ext. (Data Products/Winchester) 28" Int. (18" Opt.)	\$105
3005-2	20' Ext. (Data Products/AMP) 28" Int. (18" Opt.)	\$105
3009-2	20' Ext. (Centronics) 28" Int. (18" Opt.)	\$105
300-137-01	18" Int. Serial	\$ 35
300-006-21	20' Ext. Data Products/AMP	\$126
300-008-21	20' Ext. Data Products/Winch	\$126
300-009-20	20' Ext. Centronics	\$126

**Cables for DPS-1**

<u>Part Number</u>		<u>Distribution Price</u>
300-129-03	10' Ext. Panel/Panel (M/F)	\$ 70

**Cables and Options for PE 510**

<u>Description</u>	<u>Distribution Price</u>
510-M Internal Modem	\$495
RJ 11 C Phone Cable	\$ 50
CPU 510-CPU-8	\$ 30
Console 510-PTE-20	\$ 50
Extended Modem 510-M-8	\$ 50
Internal Modem Cable	\$ 30

**Cables and Options for MX-420**

<u>Part Number</u>		<u>Distribution Price</u>
300-048-00	Test Plug Set	\$200
300-115-00	Test Plug Set	\$200
300-050-00	DCU Jumpers (2 PTI)	\$135
300-051-00	DCU Jumpers (1 PTI)	\$100
300-052-00	DCU Jumpers (3 PTI)	\$135
300-053-00	DCU Jumpers (4 PTI)	\$170
300-111-00	DCU Jumpers (6 PTI)	\$240
300-112-00	DCU Jumpers (8 PTI)	\$310
300-174-00	DCU Jumpers (12 PTI)	\$450

**BMC Cables**

300-038-01	BMC Jumper 4 Position	\$ 66
300-131-01	BMC Jumper 6 Position	\$ 91
300-132-00	BMC Jumper 8 Position	\$116
300-156-00	BMC Terminator Plug	\$ 36

**SCSI External Terminators**

124-069-00	Differential SCSI Terminator(SK,M,SKT)	\$ 50
124-070-00	Single-ended SCSI Terminator	\$ 50
124-041-00	Single-ended SCSI Terminator (SKS-HPR)	\$ 50